

Extended and Focused Company in the Transport and Logistics Sector, with search and development of synergies.

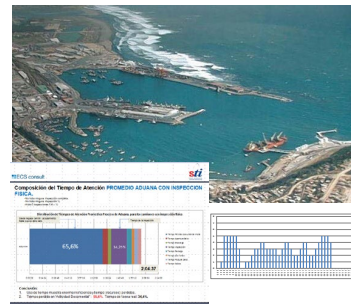
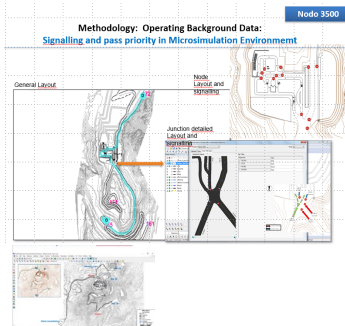
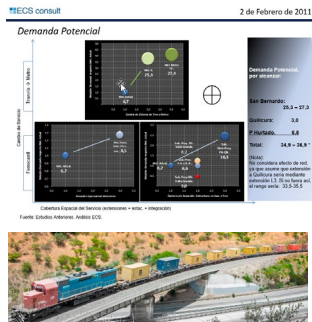
Railways

Mining

Port System

Traffic & Revenues Forecast for Toll Road Concessions.

M&A Toll Road Concessions



CPPIB Acquires 49,9% of Costanera Group at US\$ 1,145 m.
Published 10/08/2012

ECS Consult develops Due Dilligence
Publish 12/09/2016

ECS Consult was the traffic advisor to Abertis for the Due Dilligence process of two sets of Toll Highways in Lima Peru (2016). "Lima Anexas" urban toll highway and "Rutas de Lima" interurban toll highways (Panamericana Sur, Panamericana Norte and Huancayo-Piura). The study considered the traffic and income forecast for the BASE CASE and sensitivity analysis Upside and Downside. The forecast was supplemented with comparative analyses and benchmarks.

FRONTAL TRUST
INVESTMENT MANAGEMENT
US\$ 350 millones

Permanent advice at the strategic planning level to EFE.

Passenger Projects:

- Rancagua Express.
- Melitren (Stgo-Melipilla).

Freight:

- Central freight corridor (Stgo-San Antonio).

I currently work for FEPASA—advice to the Board of Directors, negotiating the Railroad Access Contract.

Advice to CODELCO Projects in Transportation. Between 50-60% of production cost is transportation.

- Codelco ANDINA, Project Expansion to 144 MT.
- NODE 3500
- Codelco Rajo INCA.
- Codelco Tranque Talabre

For technical contribution we are members of Minnovex.

Advice to Expansion Projects and MasterPlan Ports of:

- San Antonio (Sti).
- Port of Arica.

Currently collaborating with the Camport (Chilean port system Chamber).

Traffic and Income Studies (T&R), demand projections in different scenarios. Support to Concessionaires in permanent long-term operational and strategic advice. Urban concessions. Interurban concessions.

Currently working with AVO, Vías Chile (Abertis) and Thales

ECS Consult has participated as a traffic advisor in the largest and most successful M&A operations in Chile and Peru.

In Chile we have participated in 6 processes. 3 of them successful. The last one in 2019 with Frontal Trust acquiring 30% of 2 urban highways in Santiago. In Peru together with Abertis for the study of 4 highways.

We are penetrating the
"Smart City" and
"Electromobility" market
through natural synergy with
early-stage transportation
engineering projects.



Smart City
Electromobility

We already have two successes:

- 🎯 In 2025-2026, for the **Asunción-Ypacaraí Light Rail Project** in Asunción, we are specifying the electric bus power supply system, charging systems, and real-time tracking (*Electromobility*).

And we are working under the *Smart City* concept, specifying "lighting" alternatives for the train's surroundings (smart cameras, information systems, security, etc.).

- 🎯 We developed for the Ministry of Transport and Telecommunications (MTT) in Chile, the study for the implementation of photo radar systems, which led to the CATI Law, now being implemented. This is the only study conducted by the MTT with a national scope for testing and evaluating photo radar systems and analyzing their data. The tender (which required national coverage) was won thanks to a sampling design and subsequent selection of measurement points based on detailed knowledge of Chile's road and mobility system, at both the interurban and urban levels.

What We Do: Our focus.

Our Focus:

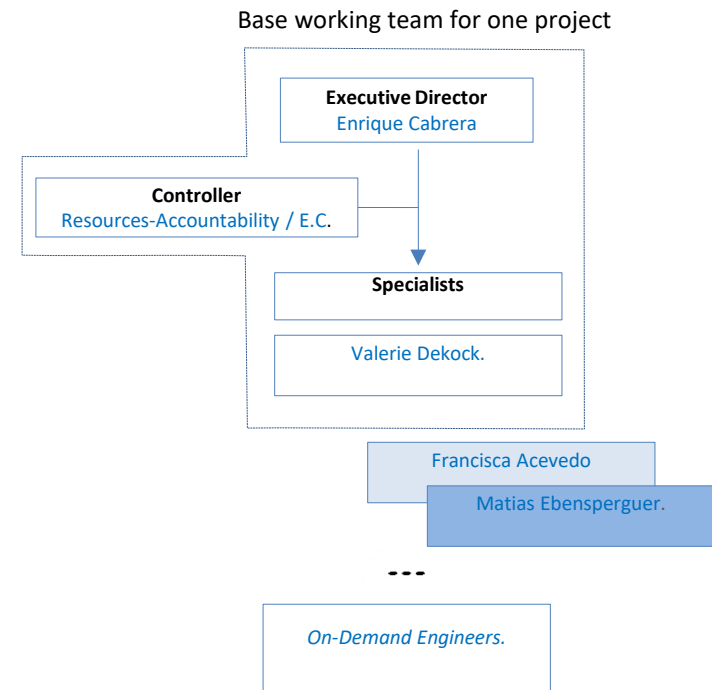
... Difficult problems... Enhancing our customer's competitiveness, innovation, and impact is our trademark.

ECS Consult adds value.

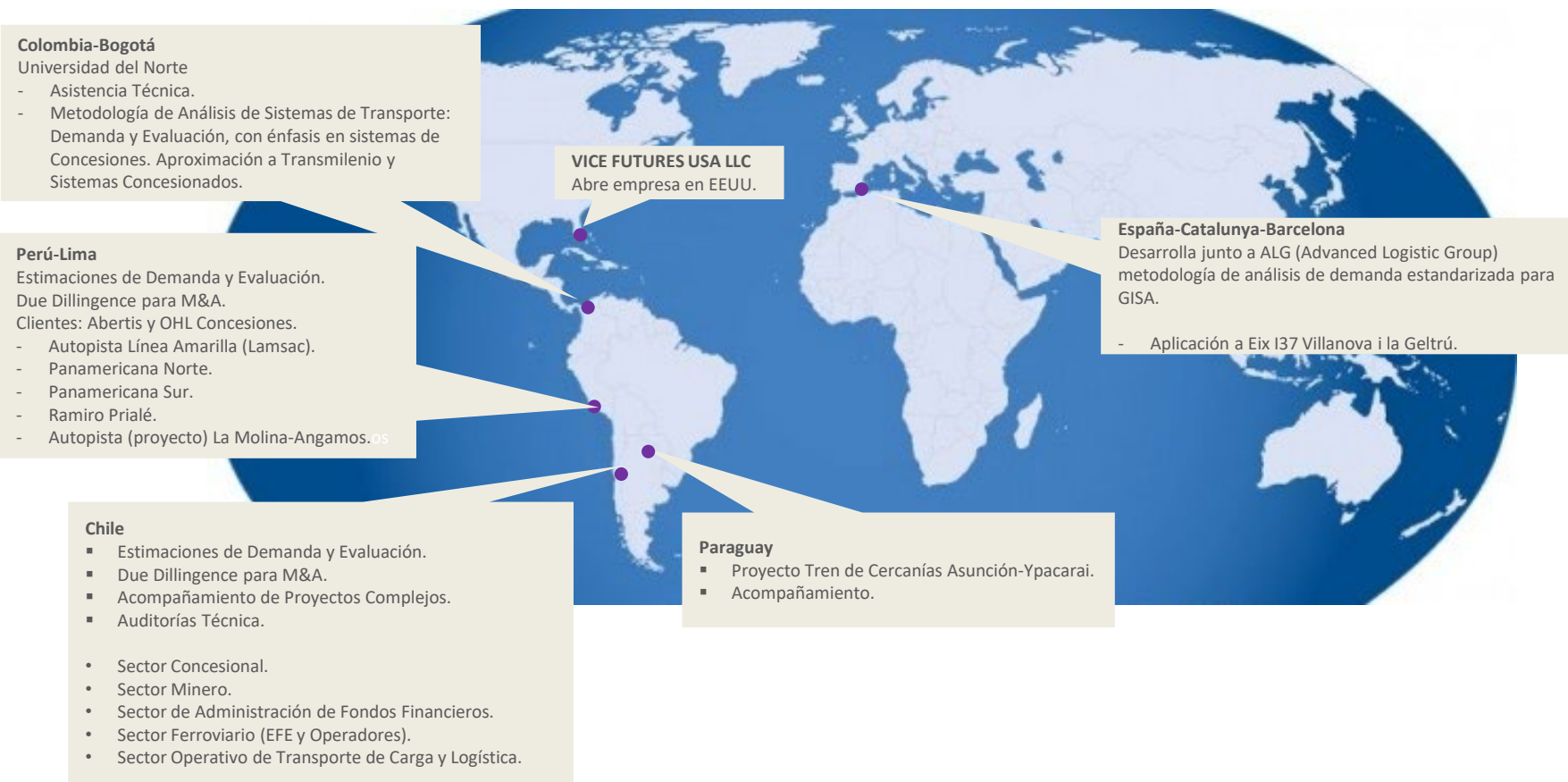
- Traffic and Revenue (T & R) forecast for transportation systems.
- Revenue estimation in transportation systems: toll concession highways, shadow price systems.
- Rail and port systems (T&R).
- Private and social cost-benefit evaluation.
- Definition of Competitive Strategy in Transport and Logistics Companies.
- Development of Cost Models and Cost-Efficient Analysis for Transportation Services Companies (companies): Trucking companies, Railfreight, Rail Passengers Services
- Due Diligence for Mergers and Acquisitions (M&A).
- Technical Audits.
- Logistics: road, port, railway sectors.
- Intermodality.
- Project Management.

ECS Consult Team Working Structure

[We work with a stable and high skill professional]

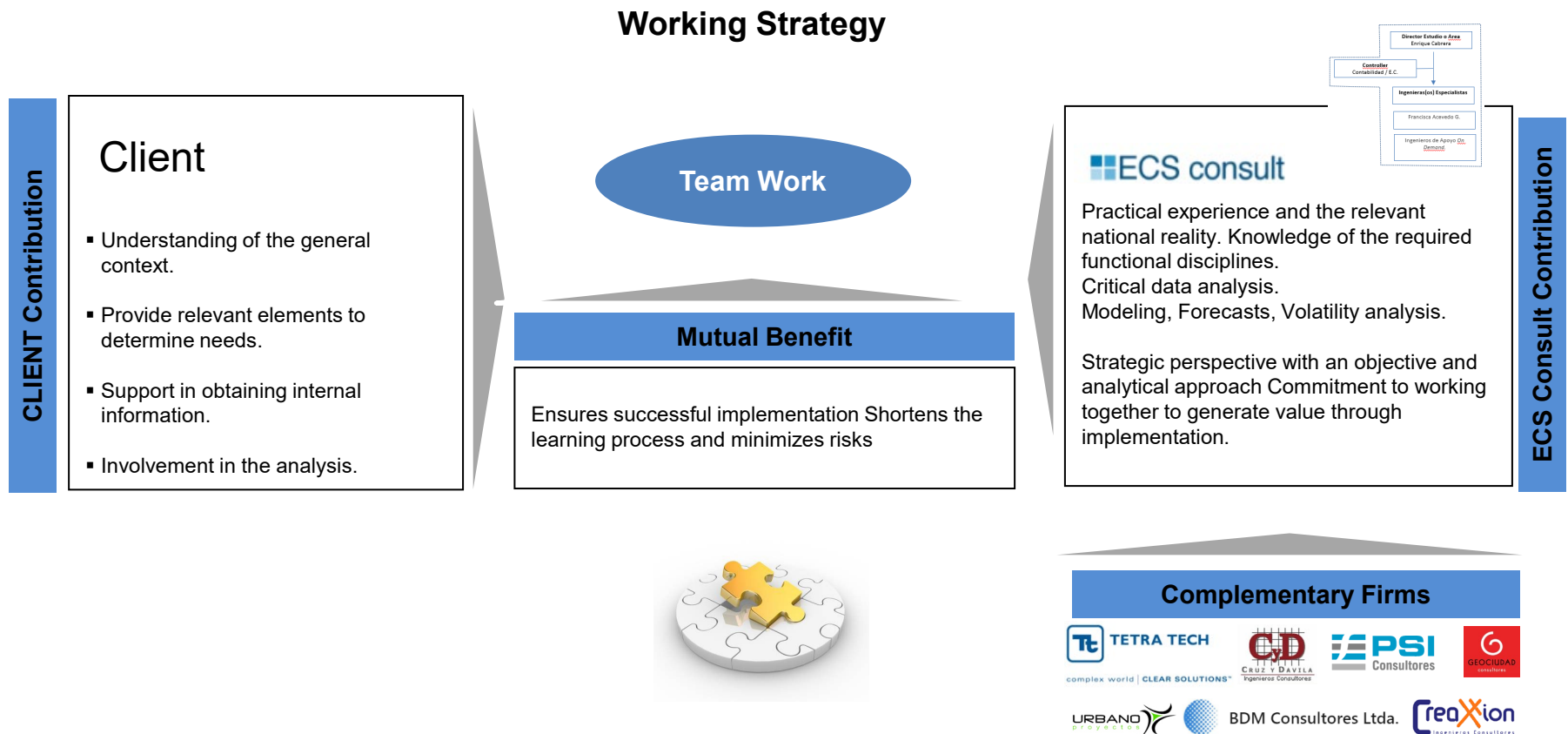


ECS Consult: Regional Experience



ECS Consult team and working methods:

Our Approach is characterized by a joint work with the client.



ECS Consult Clients:

Chilean Toll Road Highway Concessional Area: Traffic & Revenues Forecasts, M&A.



Company in charge of the construction and operation of the Vespucio Oriente Concession (Santiago de Chile), awarded to OHL-Sacyr.

(*)



Company linked to Urban and Interurban Road Concessions. Advice on estimating demand and revenues and competitive strategy.

(*)



Sacyr is a diversified group, whose objectives are innovation and international expansion in all its areas: construction, infrastructure concessions, services and construction.



Company that manages road concessions in a sustainable and efficient way, providing mobility solutions to connect people and for the sustainable development of the country.

(*)



Company that manages road concessions in a sustainable and efficient way, providing mobility solutions to connect people and for the sustainable development of the country.

(*)

* Asistencia Estable.



中国铁建

Company of the People's Republic of China, linked to Urban and Interurban Toll Road Concessions. Advice on the estimation of traffic demand and revenues giving special competitive advantages.

International Toll Road Highway Concessional Area: Traffic & Revenues Forecasts, M&A.



A company that manages road concessions sustainably and efficiently, providing mobility solutions to connect people and for the country's sustainable development.



Company that manages road concessions sustainably and efficiently, providing mobility solutions to connect people and for the country's sustainable development.

ECS Consult Clients:

Toll Road Concessional Area: Pure M&A



ECS consult was the Traffic Advisor and Auditor for the Acquisition of 5 Concessions in Chile.

- Santiago-Talca.
- Talca-Chillan.
- Chillan-Collipulli.
- Collipulli-Temuco.
- Temuco-Rio Bueno.



CPP
INVESTMENT
BOARD

ECS consult was the Traffic Advisor and Auditor, for the Acquisition of 49% of the Costanera Group.

- Costanera Norte.
- Vespucio Sur.
- Red Litoral.
- Acceso Aeropuerto AMB.



INDEPENDENCIA
FONDOS DE INVERSIÓN

Investment fund manager
specialized in alternative assets.

- Route 160.

FRONTAL TRUST
INVESTMENT MANAGEMENT

Investment fund manager specialized in alternative assets. A study of demand for two urban toll road highways and a parking lot in Vitacura was developed.

- Vespucio Norte.
- Tunel San Cristobal

Cientes ECS Consult:

Sub-urban (intercities) Rail Passenger Services.



Chilean State Railways Company. New Rancagua EXPRESS project, suburban Trains, Suburban (Alameda-Melipilla and Alameda-Batuco). Support for the preparation of Triennial Plans and PICAF (*)

It promotes the development of efficient, safe and sustainable transport systems, through the definition of policies and regulations and the control of their compliance, to contribute to the territorial integration of the country, favor economic development and ensure high quality services to the users

Mining Sector.

* Permanent advice 2010-2016.



Chilean State Mining Company. ECS Consulting works for Andina Division of Codelco in conjunction with Metálica in traffic matters of CAEX Project NODO 3,500

Global engineering company. ECS Consulting works together with TETRA for Codelco projects.

Transport Companies : Strategy, Demand Forecasts- (*)

* Permanent advice.



Corporate Group, with investments in passenger and cargo transport operating companies: Lan Chile, Sotraser, Blue Express, CCNI-Agunsa.

Advice focused on Strategy



Most important Port Operator in Chile. Advice focused on Competitive Strategy and operational efficiency.



Association of Vehicle Technical Review Plants, III and V Region. Operational and Procedures Analysis.



French Technological Company, world-wide. ECS Consult develops the support for estimating demand and income for the International Tender of the Civil Registry: identity cards and passports.



Leading company in rail cargo transportation in Chile.

Advice focused on Strategy and cost-efficiency models.

ECS Consult Clients:

Suburban and Rail Freight Projects Sector: Demand, CAPEX, OPEX, and Private and Social Evaluation.



Suburban Passenger Rail Services

Chilean State Railways Company. New Rancagua EXPRESS project, Commuter Trains, Maipo Train (Alameda-Melipilla and Alameda-Batuco). Demand estimates, Technical Auditor role for 3 years of the studies developed by EFE.



Rail Freight

Chilean State Railways. New Rancagua EXPRESS project, Commuter Trains, Maipo Train (Alameda-Melipilla and Alameda-Batuco). Demand estimations, Technical Auditor role for 3 years on studies developed by EFE.



Rail Freight

Support in the development of Triennial Plans and PICAF (Plan to Boost the Capacity of the Freight Rail System).

(*)

* Permanent assistance.

International Suburban Passenger Projects Sector: Role of PMO Company, Conceptual Project Definition, CAPEX, OPEX, Demand and Revenue. Financial Model.



Paraguayan State Railways Company. Global advice to the sub-urban passenger rail service project Asunción-Ypacaraí.

ECS role's is the Project Management Office (PMO). Developing the Conceptual and Operational Preliminary Project, estimating CAPEX, OPEX, demand and revenue, and the financial model.

ECS is preparing the pre-qualification and tender documents. The project has already been launched..

(*)



ECS Consult obtains an international assistance contract with ITAIPU Binacional for 2024-2025.

The contract is for specific complementary analyses of the Asunción-Ypacaraí Commuter Train in Asunción, Paraguay..

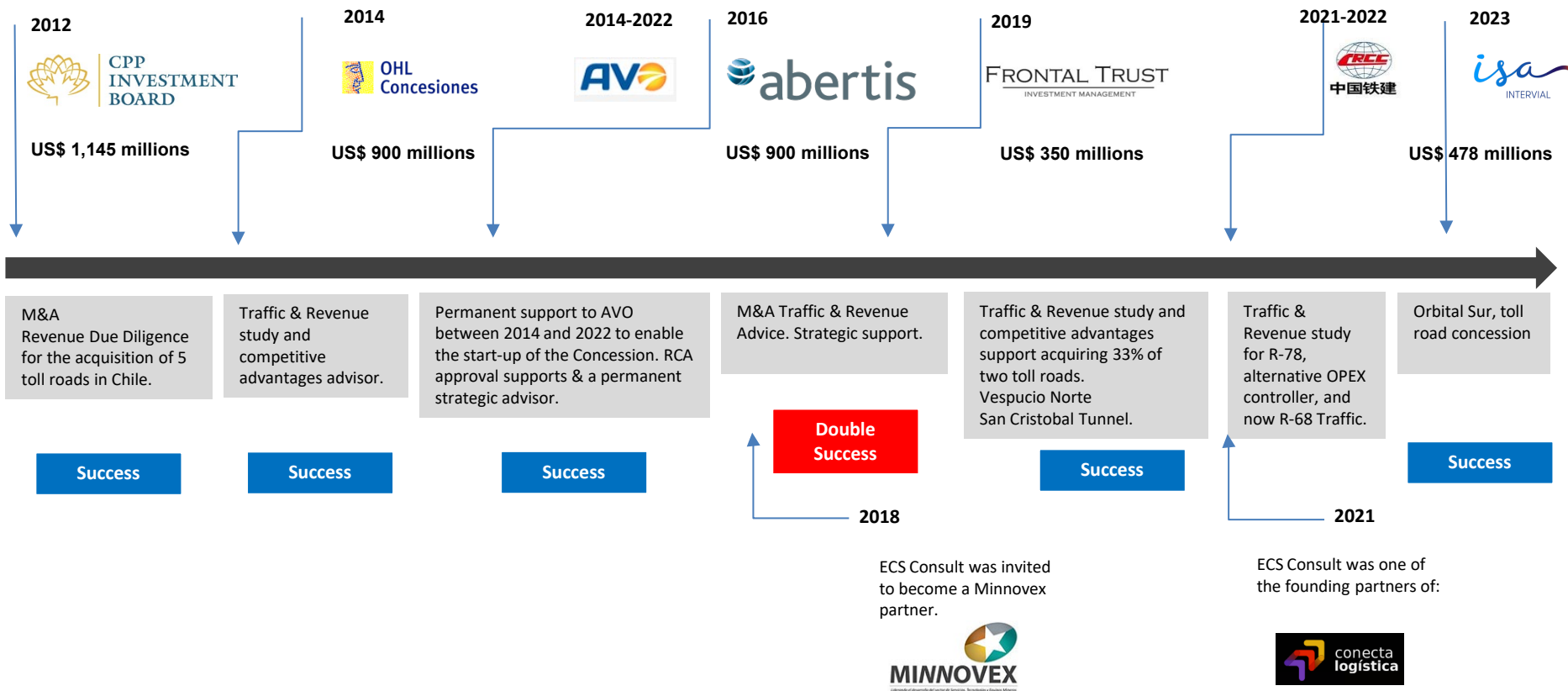


ECS Consult obtains an extension of its international assistance contract with the Organization of Ibero-American States. Year 2025.

The contract is for specific complementary analyses of the Asunción-Ypacaraí Commuter Train in Asunción, Paraguay..

Internacional Contracts
2024-2026

Track Record ECS Consult:



Track Record ECS Consult:

2025 - 2026



OEI



US\$ 480 millones

Progress is being made in preparing the Train Project for its implementation (International Tender or G2G options).

2012

ECS Consult Traffic and income advisor for CPPIB to acquire 50% of 5 Highways in Chile (M&A).



US\$ 1.145 millions

News



CPPIB Acquires 49,9% of Costanera Group at US\$ 1,145 m.

Published 10/08/2012

ECS Consult was the traffic advisor and auditor of Canada Pension Plan Investment Board in the acquisition of 49,9% of Costanera Group through its branch Autostrade per L'Italia. This transaction was US\$ 1,145 m, which has been one of the biggest acquisitions carried out in Chile.

Costanera Group is the leading operator of urban highways in Santiago-Chile, serving as the controller of the following toll road concessions: Costanera Norte, Américo Vespucio Sur, Acceso Nor Oriente, Acceso al Aeropuerto AMB and Red Vial Litoral Central.

The transaction is subject to the closing of the acquisition of 100% of Autostrade SudAmerica by Atlantia, through the purchase of its participation of its Italian partner: SIAS and Mediobanca, based on the agreements signed in February 2012. Likewise, it is subject to the approvals of the respective authorities and the bank agreements.

2014

ECS Consult Traffic and income advisor of OHL Concesiones to Win AVO Tender (Vespucio Oriente)



Investment ~ US\$ 900 millions

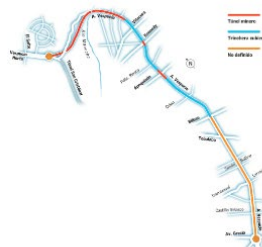


ECS consult



Apoyo Técnico para Estimación de Demanda e Ingreso

Concesión Vespucio Oriente. Fase 2.



Informe Final Fase 2 Consolidado.

ECS consult

Informe Final Fase 2

Confidencial

Enero 2014

1

**2015-2016-2017-2018-
2019-2020-2021**

ECS Consult It is the traffic and income Advisor for the Concessionaire Society (AVO)



- 1. Support to obtain the Environmental Qualification Resolution (RCA) app. 3.5 years**
- 2. Support Financing in 2017-2018, Due diligence. Success.**
- 3. Analysis of Improvements in the Project.**

At the end of 2018, Construction began. Commissioning by the end of 2022.

2016

ECS Consult Traffic and income advisor for Abertis for International Due Diligence in Peru.



Recent Success Cases



ECS Consult develops Due Dilligence

Publish el 12/09/2016

ECS Consult was the traffic advisor to Abertis for the Due Dilligence process of two sets of Toll Highways in Lima-Perú (2016). "Línea Amarilla" urban toll highway and "Rutas de Lima" interurban toll higways (Panamericana Sur, Panamericana Norte and Ramiro Prialé). □. □□The study considered the traffic and income forecast for the BASE CASE and sensitivity analysis Upside and Downside. □□The forecast was supplemented with comparative analyzes and benchmarks.

Goldman Sachs, structured the sale of OAS and Odebrecht assets. What we could see did not seem adequate to us.

2019 ECS Consult Traffic and income advisor for Due Diligence Purchase of 2 Highways in Chile (M&A)

FRONTAL TRUST
INVESTMENT MANAGEMENT

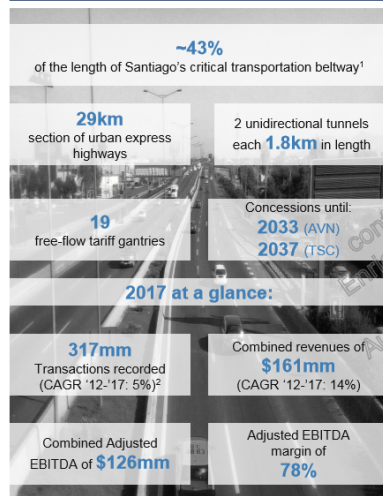


Investment ~ US\$ 350 millions

Premier urban toll roads located in the heart of the capital and economic center of Chile

Brookfield

AVN and TSC at a glance



Location in Santiago



Extract from the Fund Prospectus.

Resumen Valorización

PRINCIPALES SUPUESTOS

- ✓ **Ingresos:** se considera el escenario de ingresos y tarifas proyectado por ECS Consulting, el cual es menos optimista que las cifras entregadas por el vendedor
- ✓ **Costos y Capex:** se considera el escenario del vendedor. Los informes de nuestros asesores de Due Diligence muestran leves variaciones respecto a las cifras entregadas por el vendedor, las cuales son insignificantes a nivel de EBITDA
- ✓ **Porcentaje de adquisición:** entre 20% - 33% de BAIH S.A.
- ✓ **Fondeo de la transacción:** considera aproximadamente un 80% de equity y 20% de deuda
- ✓ **Deuda:** UF 1,5 mm (asumiendo adquisición del 30%)

DUE DILIGENCE

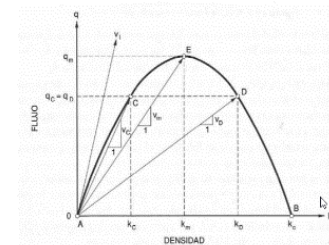
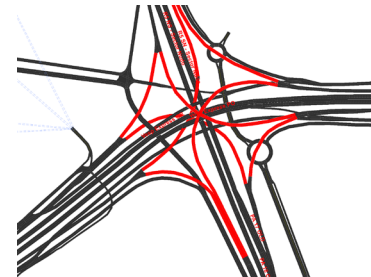
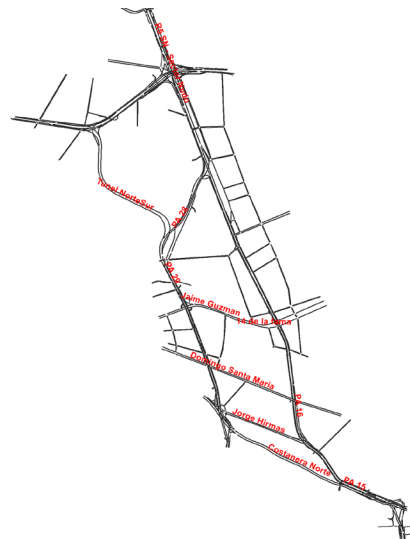
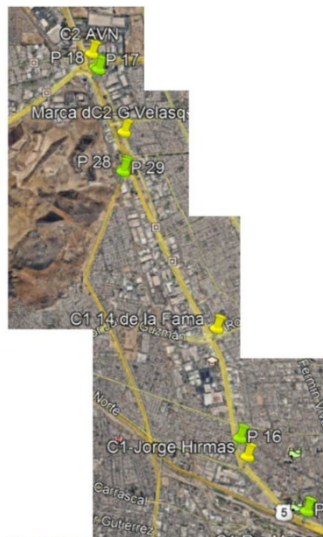
- ✓ Tráfico: ECS Consulting
- ✓ Técnico: Cruz y Dávila
- ✓ Tributario: PKF Chile
- ✓ Legal: Arteaga y Gorziglia

2019-2021

ECS Consult is a traffic and income advisor for the Quilicura Knot Project (under development), supporting the Estimation of Demand and Revenue in the most critical and final phase of the Project and also actively supporting the Engineering area to obtain the RCA of the project, what happened at the beginning of 2020.

- The closing of the Project is the year 2021.
- Start of construction scheduled for 2022.

Investment US\$ ~ 800 millions



2023

ECS Consult Traffic and income advisor of ISA-Interval and Win Orbital Sur Tender (November 2023)



Investment ~ US\$ 480 millions

ECS consult



Final Traffic & Revenue Forecast Study for the Orbital Sur Toll Road
Concession, Chile.

Prepared to: ISA Interval

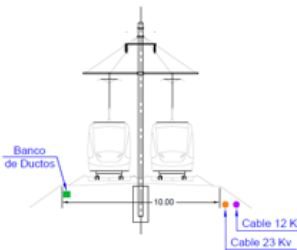


Final BASE CASE Forecast Revised Version, November 2023

2024-2025 ECS Consult is PMO for the Project of Light Train Asunción-Ypacaraí in Paraguay



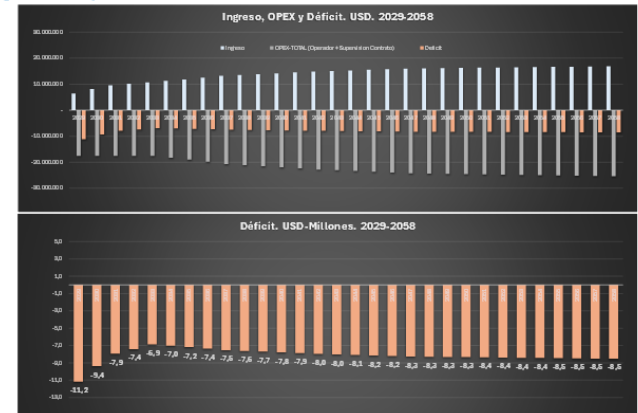
Investment varies in a range of approximately US\$330 - 630 million depending on the alternative.



Inicio N° Guazú, faja que va en mediana 5-6 m. Insuficiente. Proyecto Vial Requerido. Es simple de resolver.



[G] INGRESO, OPEX Y DEFICIT OPERACIONAL



2019

ECS Consult is Accepted to be part of the Minnovex Association (www.minnovex.cl).

MINNOVEX is the "Association of companies for innovation and export of products, knowledge-intensive inputs and services for the mining and industrial sector."

How it operates: Face complex technological challenges in an associative way to create.



2021 ECS Consult & the Central Bank of Chile

In February 2021, ECS Consult was invited by the Central Bank of Chile to participate in the “**Business Expectations Panel**,” a longitudinal study that is published quarterly by the Central Bank of Chile.

Only 300 companies throughout Chile participate in this Panel.

It is a real pride for us to be able to collaborate in this instance actively.



En esta página

- ↓ Encuesta de Expectativas Económicas – EEE
- ↓ Encuesta de Operadores Financieros – EOF

2021 **ECS Consult** is one of the Founding Partner Companies of CONECTA Logística.

During 2021, ECS Consult was invited by the Chilean Ministry of Transport to participate as a founding partner in the "CONECTA Logística" Foundation, a project promoted by the logistics efficiency department of the Undersecretariat of Transport, with the support of CORFO, to promote coordinated work among academia, the public sector, and the private sector. It was a true honor for us to be able to actively collaborate in this initiative.



The screenshot displays the website of CONECTA Logística. The top navigation bar includes links: QUIÉNES SOMOS, QUÉ HACEMOS, PARTICIPA, SÉ SOCIO, and CONTACTO. The main header features the CONECTA Logística logo and a navigation menu with 'Inicio' and 'Nosotros'. The 'Nosotros' page content describes the foundation's mission and its role in promoting logistics efficiency. Below this, there is a section for 'observatorio logístico' with a search bar and a 'Buscar' button. The main content area is titled 'Costos de cadenas logísticas del Comercio Exterior de Chile' and includes a 'Ficha de Resumen' section with a 'Descripción' of the project's goals and impact. The footer contains three items: 'Somos Socios MINNOVEX', 'Somos Empresa Panel Enc. Negocios Banco Central de Chile.', and 'Empresa Fundadora CONECTA LOGISTICA'.

Contact:

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